

Message Text

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PAGE 01 BONN 08704 111610Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----071664 120305Z /62

R 111515Z MAY 78
FM AMEMBASSY BONN
TO USDOC WASHDC
INFO SECSTATE WASHDC 8439
AMCONSUL DUSSELDORF
AMCONSUL FRANKFURT

UNCLAS BONN 08704

E.O. 11652: N/A
TAGS: BEXP, GW
SUBJECT: ADS REQUEST - MONO-PROBE CORPORATION
LOS ANGELES, CALIF.

DESPITE EXTENSIVE CANVASSING THE EMBASSY COULD LOCATE
ONLY THE FOLLOWING PROSPECT(S):

DIPL. ING. H. WAGNER KG
KOELNER LANDSTR. 225A
D-4000 DUESSELDORF
CONTACT: HERR HILLEBRAND, MGR.
PHONE: 211-762898
TELEX: 8579382
COMMENT: SMALL FIRM ESTABLISHED 1952, EMPLOYS 11.
FINANCIAL REFERENCE: DEUTSCHE BANK AG, 5000 KOELN.
COMPANY PRESENTLY ENGAGED IN THE DISTRIBUTION OF TESTING
AND MEASURING EQUIPMENT. MONE PROBE CORP. PRODUCTS
WOULD FIT WELL IN GERMAN FIRM'S PRODUCT LINE.

AMCONSUL FRANKFURT REPORTS:
BUSINESS CONTACTS IN OUR AREA ARE BUT SMALL TRADING
FIRMS WHICH WOULD NOT MEET THE STRINGENT REQUIREMENTS
OF THE U.S. COMPANY, IN VIEW OF THE LATTER'S STATEMENTS
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IN CONNECTION WITH ITS BUSINESS PROSPECT IN GERMANY,
WHICH IT DECLINED FOR VARIOUS REASONS, WITH REFERENCE
TO THE FIRM TACO TAFEL GMBH & CO KG, ESSLINGEN. THE U.S.
COMPANY MIGHT CONSIDER ADVERTISING ITS SPECIALTY IN A
LEADING TRADE MAGAZINE IN WEST GERMANY, SUCH AS ELEKTRO
ANZEIGER, VERLAG GIRARDET, GIRARDETSTRASSE 2-38,
D-4300 ESSEN; OR ELEKTROTECHNIK, VER-

LAG VOGEL, MAX-PLANCK-STR. 7-9, D-8700 WUERZBURG, TO
TEST THE TRADE REACTION THROUGH THIS NATION-WIDE MEDIA-
EXPOSURE.

SHOULD ANOTHER EXPRESSION OF INTEREST BE ELICITED, THE
EMBASSY WILL REPORT IT IMMEDIATELY.

APPROVING OFFICER: GUSTAF COONTZ, COMMERCIAL COUNSELOR
STOESSEL

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NNN

Message Attributes

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